



**“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2021 2nd Q**

	Technical and economic indicators	u/m	Amount
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>4,277,527</b>
1.1	revenues from mobile communication and associated activity	k AMD	4,277,527
1.1.1	from voice services	k AMD	1,592,463
1.1.2	from VAS (excluding revenue from data), including:	k AMD	96,908
	from short and multimedia messages (SMS and MMS)	k AMD	90,559
	other	k AMD	6,347
1.1.3	from data services, including:	k AMD	1,153,406
	broadband Internet access services through USB modems (other than by phone)	k AMD	774,881
	mobile communication network services (through handsets)	k AMD	378,525
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	14,344
1.1.5	from international roaming revenue (own subscribers)	k AMD	54,648
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	71,540
1.1.7	revenue from interconnection, including:	k AMD	400,724
	from voice services	k AMD	382,914
	from short and multimedia messages (SMS and MMS)	k AMD	17,809
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	847,414
1.1.10	other revenues	k AMD	46,080
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(2,800,912)</b>
2.1	interconnection expenses	k AMD	(631,788)
2.2	line rental expenses	k AMD	(2,958)
2.3	advertising and marketing expenses	k AMD	(123,073)
2.4	dealer commissions	k AMD	(89,738)
2.5	payroll expenses	k AMD	(698,051)
2.6	mobile network exploitation and maintenance expenses	k AMD	(261,578)
2.7	other expenses	k AMD	(993,727)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>1,476,615</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,635,569)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>46,139</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>1,161,423</b>
6.1	Financial income	k AMD	2,802
6.2	Financial expenses	k AMD	(676,915)
6.3	Gain/loss from exchange rate differences	k AMD	1,835,537
6.4	Other Non-Operating revenues/expenses	k AMD	-
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>1,048,608</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>(197,740)</b>
<b>9</b>	<b>Mobile connection indicators</b>		
<b>9.1</b>	<b>Number of active subscribers (at the end of the reporting period)</b>		<b>584,409</b>
9.1.1	prepaid subscribers	subscriber	292,794
9.1.2	postpaid subscribers	subscriber	145,947
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	145,668
9.1.4	Subscribers using data services (by phone)	subscriber	387,779
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	1,102
9.2.2	postpaid subscribers	AMD	3,677
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,855
9.2.4	Subscribers using other data services	AMD	N/A

<b>9.3</b>	<b>Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)</b>		
9.3.1	prepaid subscribers	minute	121
9.3.2	postpaid subscribers	minute	337
9.3.3	Broadband Internet subscribers (other than by phone)	MB	24,172
9.3.4	Subscribers using other data services	MB	N/A
<b>9.4</b>	<b>Unit price (including interconnection and incoming roaming) (APPM)</b>		
9.4.1	prepaid subscribers	AMD	9.1
9.4.2	postpaid subscribers	AMD	10.9
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.1
9.4.4	Subscribers using other data services	AMD	N/A
<b>9.5</b>	<b>New activations</b>		
9.5.1	prepaid subscribers	subscriber	27,631
9.5.2	postpaid subscribers	subscriber	9,676
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	5,171
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(24,952)
9.6.2	postpaid subscribers	subscriber	(4,691)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(10,160)
9.6.4	Subscribers using other data services	subscriber	N/A

- 1) The information for each quarter is provided before the 30th of the second month following that quarter.
- 2) Amounts are shown without VAT.
- 3) The indicators included in the table are calculated based on the international Accounting Standards operating in the Republic of Armenia.